

**THE BURLINGAME AREA
CHAMBER OF COMMERCE
NEWSLETTER**

CHAMBER MEMBERS

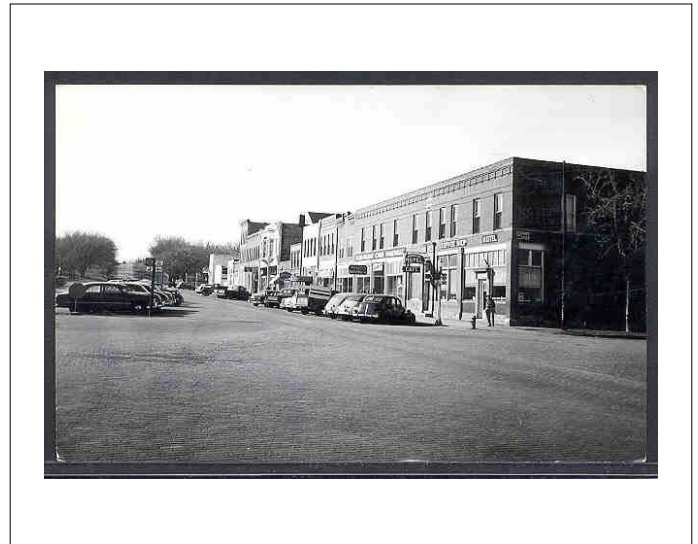
*Allen Co. Community
Burlingame Bank-
Burlingame Comm.
Burlingame Concrete
Burlingame Historical
Carey Funeral Home
Davis Chiropractic
Federated Church
First State Bank
First State Insurance
Goddarz Law Firm
Great Plains Quilt
Kurt Hassler, City
Kraus Hardware
LD's Auto Bath
Midwest Artistry
Osage City Chamber
Osage County Chroni-
Osage Graphics
Paint Pot
U.S.D. #454
Town Pump
U.S. Post Office*

CHAMBER SETS 2005 OBJECTIVES

In 2005 the Chamber is focusing on four new objective for this year. They are:

1. **"Making Burlingame a better place to live and work"** through economic development.
2. Developing programs that are **"really meeting member's needs."**
3. Forgetting old differences and **"working together to build a better Burlingame."**
4. The **"Buy it in Burlingame"** program.

These four objectives will be the primary thrust for the Chamber this year.



Downtown Burlingame in 1954 when business on Santa Fe Avenue was booming. With cooperation and lots of effort it can be

Traditional Chamber activities will continue including:

The Welcome to Burlingame Program, providing informational and gift packages to new families and businesses moving to Burlingame.

Rodeo Days and Parade
June 11, 2005.

Teacher Appreciation Dinner August 16, 2005.

Country Christmas, Parade and events.
Dec. 3, 2005

**THE NEW ECONOMIC DEVELOPMENT COMMITTEE:
WORKING TOGETHER FOR A BETTER BURLINGAME**

The new Chamber Economic Development Committee is composed of Chamber members from local business, government, education, and community leaders. Its primary goal is to reverse the frightening trend of businesses and services leaving

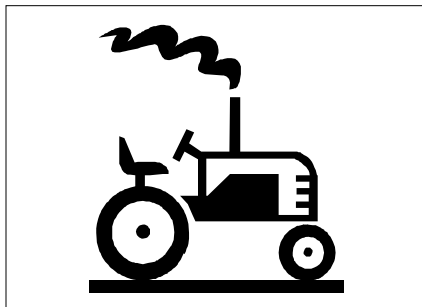
Burlingame. The Committee is an agent for changechange back to the days when Burlingame was a thriving and growing city with two grocery stores, a doctor, pharmacy, saloon, and many businesses serving a growing community population base.

The Committee will be working closely with City Government and others to help existing businesses prosper and to market Burlingame to attract new businesses and new residents that will help our town prosper in an environment of well-planned growth.

CHAMBER MEMBERSHIP DRIVE: BUSINESS DIVERSITY AND BETTER SERVICE

The Chamber is seeking to broaden its membership and to provide members with services they can really use.

One would normally expect the downtown businesses on Santa Fe to be Chamber



members, and most are. But what about the small home business? After all, many a major corporations started in somebody's garage. What about the thriving agro-business community that

surrounds Burlingame. Don't you agree that the Chamber needs to be serving their interests as well? What about individuals who are interested in helping Burlingame thrive. Shouldn't they be able to join and help the Chamber bring jobs and housing opportunities to Burlingame?

The Chamber is now

actively trying to attract all of these groups as members.

To this end we have lowered the cost of membership for both large and small businesses.

We will be surveying members to determine how the Chamber can be more helpful to both our new and old members.

So, check out the membership packet for more information. If you didn't receive a packet in the mail, you can pick one up at the Library or Kraus Hardware. Join us and become part of Burlingame's economic revival.

JOIN THE CHAMBER TODAY

BURYING THE HATCHETS: WORKING TOGETHER TO MAKE BURLINGAME A BETTER COMMUNITY

In every small town there are the inevitable feuds, grudges arguments and disagreements. Some last for minutes and some seemingly last for a lifetime. Occasionally, especially when their community appears to be threatened, people put aside their differences for the common good.

Now might be a good time to do just that if we really want to see a new grocery store, maybe a new clinic or pharmacy or new employers who can provide good paying jobs.

Maybe it's time to put away that slight from long ago and try working together to make Burlingame a better place to

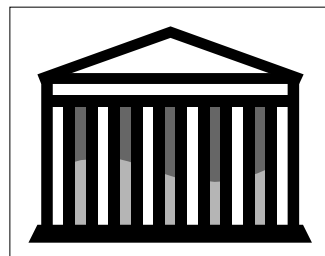
work and live. We don't all have to agree on the best course, but if we are to be successful we must put aside our need to have it our way and compromise or petty squabbles could keep us scurrying over to Topeka or Osage City for our food, medicine, jobs and health care instead of having

BUY IT IN BURLINGAME: PUTTING CHAMBER MONEY WHERE ITS MEMBERS ARE

One of the first actions taken by the Chamber's Board this year was to set a new policy that requires the Chamber to make all of its purchases of services or goods from members whenever possible. So, from now on when the Chamber sponsors an event or contributes funds to an event the stipulation is that Chamber member businesses take first priority when purchases are made. If it is available in

Burlingame, this is where we will buy it. Will also be promoting "BUY IT IN BURLINGAME" at our events and in our publications to encourage the public to get behind our local merchants and support our business neighbors that are so critical to the survival of our community.

BUY IT IN BURLINGAME



"A successful person is one who can lay a firm foundation with the bricks that others throw at him."

MEET THE 2005 CHAMBER OFFICERS

This year's Chamber officers are:

Jim Nelson, President

Jim is a relative newcomer to Burlingame having moved here three years ago with his wife Nancy. Jim is a retired university administrator most recently with the Washburn University School of Law. Jim is also active in the Burlingame Historical Society, the Federated Church and the Burlingame Rotary.

Don Blome, Vice-President

Don served as Chamber President last year and has been

an active member of the Burlingame Area chamber for many years. Don is the Superintendent of School District 454.

Tom Shepard, Vice President

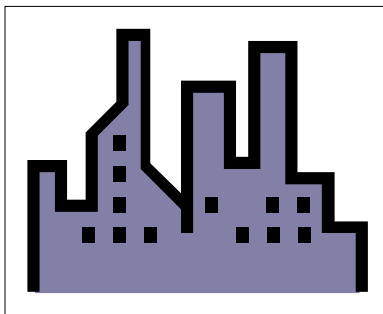
Tom Shepard served as Chamber President two years ago and is the Pastor of the Burlingame Federated Church

Mark Goehring, Treasurer

Mark is also Chair of the Economic Development Committee and is a banker with The First State Bank.

Kathy Kraus, Secretary

Kathy is a long-time Chamber member and owns Kraus Hardware with her husband Bill.



CHAMBER REDUCES MEMBERSHIP FEES AND EXTENDS MEMBERSHIP DEADLINE TO APRIL 1

The Chamber Board recently voted to reduce membership fees. The old fees were \$75 for a business and \$15 for non-profit groups and individuals.

The new membership fees are:

Businesses with five or more employees\$50

Businesses with fewer than five employees.....\$25

Non-Profit Organizations.....\$15

Individual Memberships.....\$10

Business memberships include free advertising in all Chamber publications; at Chamber sponsored events individual memberships do not have this advantage.

Business memberships allow any single or group of employees selected by the company to participate in Chamber activities. In the case of individual memberships only the individual member can participate. Businesses that have already paid their dues for 2005 can opt for either a refund or a credit toward next years dues.



Reduced Fees and extended fee deadlines make Chamber membership easier

A compromise is the art of dividing a cake in such a way that everyone believes that he has got the biggest piece.

Where the Santa Fe Trail Crosses the Santa Fe

The Burlingame Area
Chamber of
Commerce
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66413



Phone: (785) 654-3400

**“There are no secrets
to success. It is the
result of preparation,
hard work, and
learning from
failure.”
Colin Powell**

“Informed decision-
making comes from
a long tradition of
guessing and then
blaming others for
inadequate results.”
Scott Adams

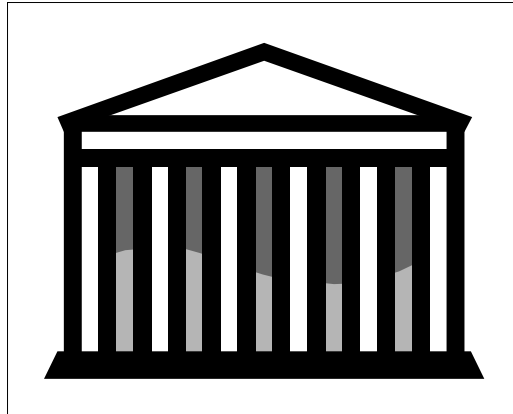
CHAMBER AND CITY JOINTLY SPONSOR THE BREES BUSINESS SURVEY

The Chamber is working with the City of Burlingame and the Kansas Department of Commerce to survey Burlingame area businesses and determine their needs using the Kansas Business Retention & Expansion E-Survey known as the **BREES** survey.

The objective of the survey is to:

- **Identify Concerns, problems, and opportunities for area business.**
- **Assist local firms in the use of state programs designed to help business.**
- **Improve the overall business climate**
- **Help the Chamber and City develop strategies for long-term business retention and expansion**

The **BREES** study will be is extensive and help filling it out will be available thru trained volunteers who can visit your business and help



you complete the study.

The study is confidential and your business can remain totally anonymous if you so desire. To further enhance confidentiality only aggregate results in percentages, sums or averages will appear in the published results of the study.

The final copy of the study results will be provided to each business that participates.

You will be receiving a letter in the near future describing the study in greater detail and soliciting your interest in participating. We encourage your participation in this important research.